SHIVERY SHOP WINDOW SPRING

STRAWBURRIES AND FLOWERS AND GAY LIGHT GOWAS

Sigh for a Warmer Day and Hope to He Eaten or Taken South Learn From the Possy Willow the Reason they're here Agreetion of the Dagladils.

Certainly January I is not growing weather in this climate, but as every one ows a warm rain uspered in 1911, and that may account for the unusually early ens of spring. City folks were swearg at the unmentionable weather and ere quarrelling fiercely with commuters who stood with upturned eye gloating ever the moisture that the country needed. Yet by some strange perversity the quickening rain left the country brown and bare as ever and produced a



BORDERED MUSLIN.

wondrous outeropping of fresh and springlike things on the city streets Or maybe it wasn't the warm rain any more than it was the old man with the brown bundle on his back. This old man was bent nearly double, his face was grizzly brown, with bright, beady brown eyes peering out from under thatches of browny gray evebrows. His ragged ha and mustache were browny gray, h battered hat was dusty brown and h lothes were of all shades of greenist

in his back was a bundle of dirty brown burlap from either end of which pr



met him somewhere else.

takably for sunshine and warm weather.

THE HAT.

REALLY QUICK

MIN YORK THE PLACE FOR A JOB LIKE THIS, NOT CHICAGO.

No Time Lost by the Business Man Who Had Letters to Dietate and a Train get over there in three minutes and he'd time,' and so on.

Had Letters to Dietzte and a Train to Catch Hair Cut and Shave Given Worked.

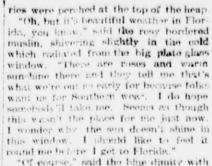
While the stengrapher Worked.

Well, I threw a couple of pairs of you remember, said the boss barber, shears and a couple of towels and a cloth had piece in The Sun a while ago about into a bag and Jim here grabbed a couple of twels and a shaving the barber shop out West where they put of razors and some towels and a shaving the piece in The Sun a while ago about the steady of the people to work on a customer at imag and brush and we started. His office is right near here and we landed the barber shop out West where they put of razors and some towels and a shaving the barber shop out West where shop out West where they put of razors and some towels and a shaving the barber shop out West where shop out West where shop out West where shop out Grazors and some towels and a shaving the barber shop out West where shop out Grazors and some towels and a shaving the barber shop out Grazors and some towels and a shaving the barber shop out West where they put of razors and some towels and a shaving the barber shop out Grazors and some towels and a shaving the barber shop out Grazors and some towels and a shaving the barber shop out Grazors and some towels and a shaving the barber shop out Grazors and some towels and a shaving the barber shop out Grazors and some towels and a shaving to the chauff to this his bead back on the chair to shave thim, and then to tilt his head back on the chair to this his head back on the chair to the shave them forward promptly.

Awaiting your further orders we beg to remain, and so forth, with no letup.

Sometimes Jim was the only wonder to me is that Jim got through as he distinct that in taking steadily, and the only wonder to me is that Jim got through as he distinct the strain and the only wonder to me is that Jim got through as he distinct the first down by his neads the office of the shave without cutting him to tilt his head back on the chair to the back hair Jim was office is right near here and we intaki

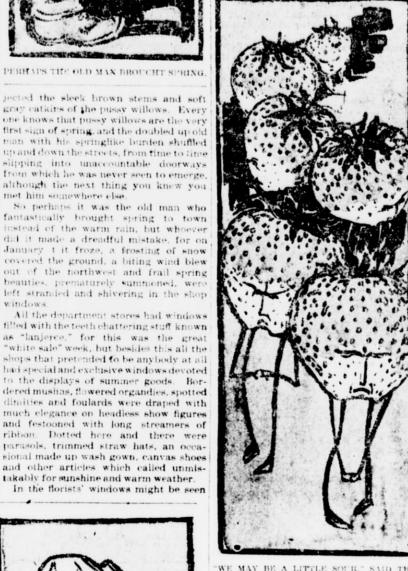
black 'em and put a chiropodist to than Saturday, but in case they should head back made no difference with me. a on each foot, which would have not appear kindly advise us by telegraph



"Of course," said the blue dimity with lengths of blue ribbon trailing over its folds, "while the sun would feel good, you must remember that it fades things badly, though it's barder on blue than We must keep ourselves fresh and charming now at any cost or we wen't be taken to Florida at all."

"Pieces of dress goods are very confusing to me " said the embroidered linen parasol with an impatient toss. "I can't imagine how any one can see a finished dress in you at all. Just two lengths of stuff pinned around a figure and tied with ribbon doesn't mean much. Now, any one can fancy me swaying and bobbing tilted this way and that over a pretty weman's head to shade her from the too warm sun," and the parasol smirked insupportably.

"Gracious! What lack of imagination!" said the bordered muslin. "Any one who wasn't as stupid as possible would know that this arrangement indicates that I am to be made up in a sort of double skirt effect with the border around the edges, across the top of the waist and



WE MAY BE A LITTLE SOUR," SAID THE STRAWBERRIES.

around the sleeves, with a ribbon girdle choux. But parasols are always

"That's true," said the straw hat trimmed with blue silk and a large pink rose, and they're so painfully vain too. They seem to think they're the whole show. Jealous too and greedy of atten-Always manouvring so as to hide a handsome hat from view and attract all the admiration to themselves. Myself, I think parasols are a superfluity. A big hat is all the protection any one needs

The hat had a positive and assured way of speaking that rather impressed everything in the window, but the rosy bordered muslin plucked up courage and asked in an ingratiating tone: "Don't you think I'd go very nicely with you? I mean if I were made up daintily with lace and this beautiful pink ribbon."

"Oh, perhaps," said the hat snubbily. "You might do for occasions, that is if THE DAFFORMS AND SWEET PEAS WER you're going to Palm Beach. Otherwise couldn't consider it."

"Well! did you ever see such a snob?" said the foulard silk to the white shoes.

The silk was a sturdy substantial sort of quickly, but \$1.50 a box seems rather disthe silk was a sturdy substantial sort of material and being dark and opaque had the advantage of not looking as cold as Across the street in the florist's window



up presently into a nice, serviceable

on the vicissitudes of life.

"Perhaps we're a little immature."
said they doubtfully regarding their
green points, "but we re beautifully red
on top. Maybe we're a little sour, but
sweetness?"

"Oh, but that's not right!" said the

Bermuda onions, Turkish figs and mushrooms from nobody knows what hole.

on top. Maybe we're a little sour, but consider the tragedy of being picked before we're ripe. It's enough to spoil the daffodils, "Our violets weren't to smell at all except of freshness and they weren't

are we so afflicted?"

"Don't you know?" called the pussy willows. "We know, because we are the first sign of spring. Everybody expects us first, and we come trailing our robes of mist behind us. We come to remind folks that spring will be here some day. It might be in February or perhaps in March or likely in April or probably in May or positively in June. Anyway it's coming and it's well to be prepared for it. How could poor frozen mortals get through the long winter months unless that spring is coming?"

your employees?"

"Through employment agencies conducted by the churches and other religious associations."

Included in the card questions signed by every employee of this firm is the inquiry: "Do you use intoxicating liquors as a beverage?"

Such in brief is the testimony of a corporation employing thousands of young men and women as well as hundreds of boys and girls. minders that spring is coming?



startled looking daffodils and pallid sweet peas, and at the tine grocery where exotic fruits and vogetables were kept at all, but were just left to grow shopmall boxes of sulley helf rice with the daffodils looked frail and wan, "Is this spring?" they cried in plaintive voices. "Why, it is not at all what we were left to expect. Not because it's so cold we were warned that spring was small boxes of sulky, half ripe strawber- worn before spring even begins. That often cold-but where's the green gra-

busy and hadn't been shaved in three days, and he couldn't go looking as he was and he wanted me to come right over and cut his hair and bring along a man with me to shave him. Said we could get over there in three minutes and he'd get over there in three minutes for the gibb.

The past 9, saying that he had to catch a task for Chicago at 10 o'clock and he was very busy and hadn't been shaved in three days, and he couldn't go looking as he was and he wanted me to come right over and cut his hair and bring along a man with me to shave him. Said we could get over there in three minutes and he'd get over there in three minutes for the gibb.

The past 9, saying that he had to calch a task for Chicago at 10 o'clock and he was very busy and hadn't been shaved in three days as channel and we shall dynamite the ice if necessary to get the schooner out. We are still found satisfactory, as we trust and have no identify the says to the stenographer, and 'Pull the cloth, Bill,' he says to me, they will be, kindly advise us by telegraph, specifying number of each size required and how to be shipped and for heaven's sake, Jim! Don't do that! You see, at that point he shifted in his own work finished up as cool as a cucumber and easy as an little fresh lather and the brush slipped into his mouth.

But of course long before he'd got that far I had the cloth around him and was cutting his hair, beginning on his back.

The past 9 of the bolts yen require, which we hope of the bolts yen; required and have no identifications. If found satisfactory, as we trust and have no identifications. If found satisfactory, as we trust and have no identifications. If found satisfactory, as we trust and have no identifications. If found satisfactory, as we trust and have no identifications. If found satisfactory, as we trust and have no identifications. If found satisfactory, as we trust and have no identifications. If found satisfactory, as we trust and have no identifications. If found satisfactory, as we trust and have no identifications. If

stand why they didn't take his shoes last and they should reach you not later black 'em and put a chiropodist to en each foot, which would have not appear kindly advise us by telegraph them ten people working on him to a measily eight.

Three days later Mr. Grillk was back higher up on his head, so that tipping his here and they should be more or less muffled, but he kept right on cutting and I kept right on cutting and I kept right on cutting and I kept right on cutting to make I had got higher up on his head, so that tipping his here and they should be more or less muffled, but he kept right on dictating, and I kept right on cutting and Jim kept right on shaving. And show him here and Jim shaved all the time and Jim shaved all the more or less muffled, but he kept right be more or less muffled, but he kept right be more or less muffled, but he kept right be more or less muffled, but he kept right be more or less muffled, but he kept right be more or less muffled, but he kept right be more or less muffled, but he kept rig

in about eight infinites Mr. Grillk beak of your order will be promptly filled and course, was to get the man on the beak of course, was to get the man on the starting long country and the time in a accordance with your valued instructions. I beg to a your order will be promptly filled and course, was to get the man on the starting long country and the starting long country in on a leiter he was dictating long country in on a leiter he was dictating long country in on a leiter he was dictating long country in on a leiter he was dictating long country in on a leiter he was distaing long country in on a leiter he was distaing long country in on a leiter he was distaing long country in on a leiter he was distaing long country in on a leiter he was distaing long country in on a leiter he was distaing long country in on a leiter he was distaing long country in on a leiter he was distaing long country in on a leiter he was distaing long country in on a leiter he was distaing long country in on a leiter he was distaing long country in on a leiter he was distaing long country in one all when he time the time in the time in a leiter layor of the 29th ult. And the long was the was a way long to the later having later and the was a very leave was the later having later have been as a leiter with a leiter having later hav

BARBERING past 9, saying that he had to catch a train for Chicago at 10 o'clock and he was very tunately the schooner on which they were busy and hadn't had his hair cut in a loaded was frozen in at the foundry wharf.

| busy and hadn't had his hair cut in a loaded was frozen in at the foundry wharf. | will come up to your expectations. If | will come up to your expectations | will come up to yo

produced. Half the trouble in play writing, says an eminent authority, comes in getting your play accepted. Sometimes, it may be observed, the other half comes after it has been produced. So it is with the ambitious boy; like the good play he is widely sought after and when he finally makes a place for himself he is much applauded, but in the meantime he may have worn out many a pair of shoes.

Surely no one has sympathy for the young man who upon being told there samples of their hand?

Once upon another time an employer at hand?

Once upon another time an employer at valvetised for a bright young man, and to each of the young men who responded to each of the young men who advertised for a bright young men who advertised for a bright young men who are something to the young men who addresses or manuely the policy of the policy that the young men who addresses or

waiting for a wet copy of their daily paper waiting for a wet copy of their daily paper in which appear advertisements of "Help Wanted." Oftentimes it is a case of first come first hired, in which case the start enthusiasm and isn't afraid of doing

Figuratively speaking, every applicant for a job, consciously or otherwise, brings to his prospective employer a first card of introduction. This is the appear-

fore we're ripe. It's enough to spoil the sweetest disposition; and then to be torn from our own sunny patch and sent to this draughty shop! The atmosphere does not agree with us 'here. We shouldn't be surprised if we went into a decline. Many do. There are some melons from France that are half spoiled and some of the sickliest looking tomatoes we have ever seen.

"The society, I presume, is good, but it's too cosmopolitun for us. Besides the French melon there are pears from South Africa, Japanese persimmons, Bermuda onions, Turkish figs and mush
"But to smell to smell to smell to smell at all except of freshness and they weren't to smell at all except of freshness and they weren't to smell at all except of freshness and they weren't to smell they weren't to be clerful flowers too. "So were we," said the paie little pink and white sweet peas. "Our bonness we have sickliest looking tomatoes we have sicklest looking tomatoes we have the first sign of spring. Everybody extended on the sweet pears from South Africa, Japanese persimmons, Bermuda onions, Turkish figs and mush-

s given by an examination of the "Application for Employment" card of a leading New York city bureau, on which there

also appears the question: "Do you smoke cigarettes?"

In this respect the week of October 3, 1910, was no different from any other of the year, except for one young man in the company of one hundred. Undismayed by his dismissal he went home, sat down

credited to G. Bernard Shaw, who, when moment when other men were

called before the curtain on the occasion of a London first night, remarked, "Ladies and gentlemen: I came here to-night knowing my play to be a success. The knowing my play to be a success. The only question was whether the audience would be." So it might also be said by the president of the college: "Fathers and mothers: I come before you to-day knowing my college to be a success. The only question is whether your boy will be."

The first sort can be of invaluable aid to the job hunter. In fact, when it comes to hiring men, the employer's first move, as a rule, is to interview his associates for the purpose of discovering if they know of the right man or again of the right boy for the place. Thus, it is that one's friends can be of invaluable aid to the job hunter. In fact, when it comes to hiring men, the employer's first move, as a rule, is to interview his associates for the job hunter. In fact, when it comes to hiring men, the employer's first move, as a rule, is to interview his associates for the purpose of discovering if they know of the right wall and to the job hunter. In fact, when it comes to hiring men, the employer's first move, as a rule, is to interview his associates for the purpose of discovering if they know of the right wall and to the job hunter. In fact, when it comes to hiring men, the employer's first move, as a rule, is to interview his associates for the purpose of discovering if they know of the right man. question is whether your boy will be." Certain it is, other things being equal,

it is the boy with the trained mind who has the advantage, and a college course aims to train the mind. But, as you may well argue, a good many boys refuse to be trained, and so there you are again.

There is no question that the value of a college education is increasingly recognized. Only a few years ago it was possible for a boy desiring a professional education to attend leading schools of law and medicine without a preliminary college course; but not so nowadays. Gradually the entrance requirements have been raised until now the best of these schools demand what is equal to a four years course of study in a recognized college The same thing is true, though in a smaller in those lines where a trained mind is needed at the start.

It is the little things that portray the boy, or the man, and it is these selfsame little things for which the employer is constantly on the alert. There was once an employer advertising for a bright young man. Some twenty men responded and answered his perfunctory questions, giving him an account of their experience and their ideas of the work. In turn he took their addresses, but

without coming to any choice. The young man next in line answered his questions no differently from the others. gave his address and had reached the door when he paused, and quickly returned.

"I want this job, if it hasn't been filled vet." he said, earnestly. "I have twenty other names here," replied the employer.

give me first chance."

In this case of the young man who got

THE ART OF GETTING A JOB

TESTS USED BY CONCERNS WITH

MANY ENPLOYEES.

First Impressions Count for Much Value of a College Education—Persistence Pays—On Doing More Work Than Is Required—The Big Question of Pay.

There is an art in getting a job not unlike that needed by the dramatist who has written a play and desires to see it produced. Half the trouble in play writing, says an eminent authority, comes in getting your play accepted. Some

young man who upon being told there were 999 ahead of him returned home with the determination to rest until they had found places. The truth is that the man who wants a job must be on the spot early. In appreciation of this early bird theory some young men when the time comes for them to look for work may be found just outside the press room waiting for a wet copy of their daily paper.

All had done the amount of work requested, and the evidence seemed to be all in when the young man who had furnished the typewritten copy sent in supplementary information by a messenger boy not only on the morning of the final done three times the amount of work of save other applicant.

of a few minutes may mean the landing more than he is asked to do ought to make a success of any business. You are the

man I want."

On the other hand nothing spells failure quicker and with more certain lettering than the attitude of some young men who, when starting out upon their life career,

brings to his prospective employer a first card of introduction. This is the appearance of the applicant himself; his personal attire, his manner of behavior and speech and the general impression he creates. Ordinarily this unwritten card of introduction spells one of three words:

"Desirable."

"Doubtful."

"Undesirable."

Appearance therefore is one important consideration. What are the others? A few days ago a young man asked the manager of a big New York firm the question:

"What is it you consider the most desirable qualification in those who come to you for employment?"

The answer came at once:

"Cha racter."

"The manager continued:

"While we get a good impression from a well appearing boy, we by no means consider this impression final. It all depends upon what we learn of his character. If the boy is slovenly at first and red in the same and profited by it are quick to take advantage of this point. For instance, a certain young man a year ago, with an earning capacity of \$40 a week, was suddenly thrown out of his place in a commercial house through no fault of his own, and at once he applied for working the same line of business elsewhere.

"No." said the employer whom he interviewed. "I can't afford to hire you."

"Yes, indeed you can," insisted the young man, knowing the point of objection, "if it's only a question of salary.

All I ask is a living wage."

"I know, but that is all I can pay you."

"That is perfectly satisfactory. I simply want a chance to work for you.

The time may come when you will see I are demonstrate it."

The young man got his job and to-day, at the early of his your his place in a commercial house. The poung man got his job and to-day, at the early of his your his your on the interview of his exert his inpression for many the point of the employer.

The time manager of the present it is a point. For instance, a certain young man a year ago, with an earning capacity of \$40 a week, was suddenly thrown out of his place in a commercial house through no fault of his own, and at o

"How do you first get in touch with your employees?"

"Through employment agencies conducted by the churches and other religious associations."

Included in the card questions signed by every employee of this firm is the inquiry: "Do you use intoxicating liquors as a beverage?"

Such in brief is the testimony of a corporation employing thousands of young men and women as well as hundreds of boys and girls.

Further testimony along the same line is given by an examination of the "Appli-

but by a young man representing him. In turn the applicants are always courteously received and just as courteously informed there is no opening for them.

takes up the question of education and the old riddle. "Does a college education pay?"

Perhaps the best way to answer this question is to quote the familiar speech reported at the office, and at the very reported at the office at t

put in the application with crowning suc-

There is one objection, however, to this There is one objection, however, to the theory of getting a position through friendship; one hasn't always a friend at court, in which case it falls upon the young man to do the next best thing, which is to get a letter of introduction. A letter of introduction will always get the applicant a hearing, and many times the applicant a hearing, and many times that is the greatest difficulty to be over-

HIGH TOED SHOES. It Costs More and Takes Longer to Make

Them. From the Shoe Retailer. The present popularity of the high

toe last, like all preceding extreme styles, carries with it a penalty in added cost degree, in the business world, especially The shoe manufacturers of Lynn are confronted with demands from the workman for increases of from one to two cents a pair on the one item of lasting alone. Other shoe manufacturing centres have been similarly affected from the same cause, one instance being mentioned of a high toe last for men's shoes on which 5 cents a pair extra is paid for lasting.

When styles of lasts are adopted that increase the work of lasting it leads to an increase in the cost of labor, which must be compensated for by added price to the dealer or by diminished profit to the manufacturer or by lessened quality in the shoe. By this process of reasoning it should

be fairly clear that the dealer and the consumer do not stand any more than one chance in three of getting as good a shoe for the money on any extreme last as would be obtained on a last of ordinary lines.

Experts express the opinion that the

"That may be true, but I want you to difficult to last are even more difficult to last than the extreme "needle toes," so well remembered, for the reason that the needle toes could be lasted by "Very well, it is yours on trial."

In this case of the young man who got

In this case of the young man who got his job, it was simply his much to be desired quality of persistence that won him instant favor with the employer.

The persistence idea again was made use of by the boy who applied for a place in the morning, only to reappear the same afternoon.

But you were here this morning, and to smooth and work out the wrinkles, all requiring much extra time. One manufacturer in Lynn has stated that his lasting force dropped in production from 2,000 pairs a day to 1,200 pairs a day on account of the high toes alone, and he must increase his lasting equipment very materially. All of these equipment very materially. All of these points and to smooth and work out the wrinkles, all requiring much extra time. price for shoes, an increased cost that does not go into quality, but goes wholly into a style of last

Tobacco for British Smoke

From the Tobacco Trade Review. More tobacco is apparently being smoked. for in November 8,210,998 pounds were cleared for home consumption, the largest quantity for one month under normal conditions. Since April 61,359,318 pounds have been cleared, as against 57,596,911 pounds last year.